



FIRST CLASS SPEAKING & CONSULTING

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Introduction for Lawrence D. Eichen (pronounced “Eye-Ken”)

Mastering the Art of Negotiation

INTRO

Negotiations are not always easy, especially when you are negotiating for something meaningful. It can make you feel stressed, anxious, and even fearful. Some of the most successful executives, professionals, and business owners often feel uncomfortable when it comes to negotiating.

By applying the 5 core components of our speaker’s winning formula, you will see dramatic improvement in your ability to negotiate. You will be able to obtain excellent results due to more confidence, courage, compassion, and calmness.

Learning how to negotiate from over 25 years of practicing law as an attorney and mediator, enabled our speaker to obtain consistent, excellent results for his clients. He has distilled that knowledge and experience into a simple and easy-to-remember formula that he is pleased to share with you today.

Please help me welcome Lawrence Eichen whose presentation is called:

Mastering the Art of Negotiation

Close More Deals...Make More Money